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Work / Life

Seven Lies that Prevent Powerful Results

NAVIGATOR

By Kathy Gates

Have you ever considered that most of what happens in your life happens because of the way you think? Your thinking directs your emotional reaction, which in turn directs your behavior. The way you react to a situation is not just a representation of the events; your reaction also depends on what you think the events mean.

Everyone has something in his or her life that he or she would like to change. Nobody's life circumstance and environment is perfect. But what do you tend to tell yourself about these circumstances? Often times, it's easy to fix blame on others. Consider, however, that your feelings are not caused by your cranky boss or the construction on the street, or the inconsiderate friend; but rather your feelings are caused by what you TELL yourself about your circumstances. One writer gives the following example: Imagine that a friend is late to meet you for dinner. Depending on what you THINK (i.e., she was in an accident, she's rude, I wanted to do something else anyway), you might be worried, annoyed, or relieved. These feelings (ignited by the thoughts) can then dictate how you react, that is, calling the police, having angry words for her, or being glad she bailed on you.

What you tell yourself, or what you think about your circumstances, may keep you stuck in a bad situation. That is why recognizing the lies you tell yourself is very important.

These lies prevent us from being as powerful as we really are.

1. It'll never happen.

It's true; we have all seen our lives change in a heartbeat—sometimes an upturn, and sometimes a downturn. But generally, success towards any goal is a longer road that takes daily work to make it a reality. It will happen. Don't expect it to happen overnight, but expect it to happen. Don't give up. Powerful results come from taking baby steps, one after another, day after day, until you reach your goal.

2. Complaining is OK.

The Law of Attraction states that you will attract whatever you put out there. If you have a habit of complaining, you will attract more complainers to you. Life reflects back to you what you are expending. Or, as the Bible puts it, "you reap what you sow." One of my favorite cartoons, *The Far Side*, shows a character contemplating spring, and she says, "Time to go out in the garden and see if the bulbs I didn't plant didn't come up." Powerful results come from planting seeds for what you want to grow.

3. I'll fix it later.

Winners recognize that it doesn't always matter how the hole got in the boat. It matters that it gets fixed so that you can get on with the fishing. However, it DOES matter if you keep running over the same rock day

after day, and you are patching the same hole over and over. It is important to find the SOURCE of the hole and stop allowing it to happen. Powerful results come from creating a lifestyle that supports your desires.

4. Having an "idea" instead of a plan.

Did you miss becoming a doctor, or dancer, or chef, or actor, or CPA because you were 'absent' the day they were handing out those careers? Of course not. All of those careers require that a person choose to go to school, sometimes for many years. If you don't purposefully choose the path to go down, something else will choose it for you. Those who don't create their futures have to endure the futures they get. Powerful results come from creating a plan and getting into action.

5. Ignoring your talents.

Thomas Leonard, founder of Coach University, suggests that you "customize what you want out of life so that it fits you perfectly." This means using your natural talents in a way that works best for you, in all that you do. So often we put ourselves into a role or get so busy responding to life's daily crisis that we end up frustrated with busy work instead of taking the time to sort out what we're good at, let our strengths help us, and be willing to ask for help with the rest. Powerful results come from customizing whatever you do so that it's a better fit for you.

6. Having elusive goals instead of doable goals.

An elusive goal is “lose weight.” A doable goal is “walk for 30 minutes, 3 times a week,” or “stop eating ice cream after dinner.” That’s a plan of action that has measurable results. Powerful results come from specific actions that have measurable results.

7. Adopting a “what I do doesn’t matter” attitude.

It’s easy to say to yourself that other people and circumstances prevent you from doing something. It’s easy to think that they are more powerful than you are, so your puny contribution won’t matter in the long run. But this attitude tends to paralyze you, and keeps you out of the action of creating better circumstances. Powerful results come from being honest with yourself, listening to yourself, and then doing what needs to be done.

(Source: Kathy Gates, Personal Coach.
www.reallifecoach.com)

WEB SITE PICKS

www.appliance.com

This site provides information on all types of home appliances. You will find descriptions of new products, comparisons, lists of makers and brands, and FAQs. Buyers’ Guides answer questions and help in the decision-making process when you are in the market for a new appliance.

HEALTH TIP

Want to Prevent Cancer? Make Sure You Sleep Well.

Many of us rush through our days and nights without taking the time to get a good night’s sleep. Would you pay more attention to your sleep habits if they could help to prevent cancer? Well, they certainly can, so if you feel you need a good excuse to get some quality sleep, this is it.

How well you sleep can seriously alter the balance of hormones in your body. This can then disrupt your sleep/wake cycle, also called the circadian rhythm. A disrupted circadian rhythm may influence cancer progression through shifts in hormones like melatonin, which the brain makes during sleep.

According to “Brain Behavior Immunology,” October 2003, having a regular circadian rhythm may be necessary in

order for your body to defend against cancer, and sleep/wake rhythms that are disrupted due to stress or other issues may promote cancer growth.

Melatonin is an antioxidant that helps to suppress harmful free radicals in the body and slows the production of estrogen, which can activate cancer. When your circadian rhythm is disrupted, your body may produce less melatonin and therefore may have less ability to fight cancer.

Exposure to light during the night can also reduce melatonin levels, which is why it is important to sleep in total darkness to decrease the risk of cancer. Another link between cancer and the disrupted circadian rhythm lies with a hormone called cortisol, which normally reaches peak levels at dawn then declines throughout the day. Cortisol is one of many hormones that help regulate immune system activity, including the activity of a group of immune cells called natural-killer cells that help the body battle cancer.

Yet another mechanism that may be related to the cancer/sleep association is the hormone insulin. University of Chicago researchers have repeatedly shown that insufficient sleep will result in an increased rate of diabetes due to increased insulin resistance, and insulin has been clearly linked to cancer in previous studies.

We all know that sleep is important. The research is quite clear that insufficient rest will result in increased rates of cancer and diabetes, while optimizing your sleep can slow down the aging process.

I recently attended a conference with Dr. Deepak Chopra and thought that many other people could also benefit from the following tips from his Insomnia Protocol:

- The natural human biorhythm is to sleep between 10 p.m. and 6 a.m. This means you should be in bed, with the lights out, by 10 p.m. and be up by 6 a.m. If this is difficult for you, keep in mind that people naturally followed this pattern before the advent of electricity. When the time switches, ideally you should be in bed by 9 p.m., since this is equal to 10 p.m. prior to the time switch.
- Decrease your mental activity after dinner. Journaling may help in this process by allowing you to put your anxieties on paper to get them out of your mind.
- Make preparations for the next day, such as determining what you’d like to accomplish, so you don’t have to think about it.
- Take a hot bath for up to an hour with calming fragrances (lavender, vanilla,

sandalwood) 30 minutes before bedtime. Use the bath to let go of your daily stress, include soothing lights and music, and massage your body with oils.

- Use your bed for sleep and sex only. Even reading should be done elsewhere unless the subject matter has a calming effect, such as spiritual literature.
- Turn all lights off. Lie on your back and focus on the way your body feels (your mind-body awareness) and on your breathing.
- Try reciting a mantra for five minutes. This could be some sort of favorite sound or prayer that you recite continuously. Holding something warm, like a hot water bottle, may help soothe your anxieties, especially when placed between the navel and the bottom of the rib cage.
- If you wake during the night, try repeating some of the techniques above or try massaging your head or feet.
- If you find it difficult to sleep in your bed, pick another area of the house to sleep in.

(Source: Dr. Joseph Mercola, with Rachael Droege, at www.mercola.com)

“To perform beyond your limits, you must first think beyond them.”

—Unknown

WORDS OF WISDOM

Being Who You Are Living Your Truth

When we are young children, we live authentically, seldom afraid or embarrassed to seek out what we want or to speak our minds. As we grow older, we tend to tuck that authenticity away, putting it aside while we chase our dreams, afraid that it might hinder us in our success. But we never let that freedom go completely. We may conform to society while embracing secret passions when alone. We may withhold certain opinions, though doing so doesn’t change the fact that we possess them. It is important, however, to never stray too far from that youthful brashness and self-interest, for these are qualities that help make you who you are. The authentic you is your true self and, in living authentically, you live your truth, making time for the things you love and projecting who you really are. The simplest way to live your truth is to leave the expectations of others behind and live the way you feel is most worthwhile.

Being who you are requires you to be selfish in a healthy way, by doing what you know is



best for you, regardless of the opinions of others—even the opinions of close friends and family. Living authentically means that you make choices without fear, trusting in your soul's wisdom. If you value personal pursuits, don't feel forced into a certain job just to make enough money to keep up with your neighbors. Conversely, if you prize success in business, don't let others' perception of what's right for you hold you back. Denying your unique truth can lead to feelings of failure and dissatisfaction, because you aren't acknowledging your true self. In living your truth, there are no pretenses. Everything you do will reflect who you truly are.

If you are unsure of who the authentic you really is, look inward and ask yourself what your purpose, values, and needs are. Honor your strengths and don't let yourself be guided by what others expect of you. Finally, discover your passions by trying new things, and sticking with those things that stir your soul. Finding who you really are and then making the choice to embrace your true dreams and desires will take your life in a direction that is both satisfying and deeply meaningful.

(Source: www.dailyom.com)

HUMOR

Found on Real Headstones (continued from last issue)

A lawyer's epitaph in England:

"Sir John Strange.
Here lies an honest lawyer,
And that is Strange."

John Penny's epitaph in the Wimborne, England, cemetery:

"Reader, if cash thou art
In want of any,
Dig 6 feet deep;
And thou wilt find a Penny."

In a cemetery in Hartscombe, England:

"On the 22nd of June,
Jonathan Fiddle went out of tune."

Anna Hopewell's grave in Enosburg Falls, Vermont:

"Here lies the body of our Anna -
Done to death by a banana.
It wasn't the fruit that laid her low,
But the skin of the thing that made her go."

On a grave from the 1880s in Nantucket, Massachusetts:

"Under the sod and under the trees,
Lies the body of Jonathan Pease.
He is not here, there's only the pod.
Pease shelled out and went to God"

In a cemetery in England:

"Remember man, as you walk by,
As you are now, so once was I.

As I am now, you soon will be.
Prepare yourself and follow me."

To which someone replied by writing on the tombstone:

"To follow you,
I'll not consent,
Until I know which
way you went."

From Boot Hill, in Tombstone, Arizona:

"Here lies Lester Moore
One slug from a 44
No Les
No Moore"

FOOD FOR THOUGHT

Right Speech: Talking the Talk

For most of us, once we learn how to talk, we're at it almost nonstop until the day we die. But do we practice right speech? Do we know how to truly talk our talk?

Taoist philosophy identifies four different ways of engaging in speech. Read about them, and see if you practice right speech, here:

The Four Ways of Engaging in Speech

1. If someone truly and absolutely knows, what purpose does it serve to talk about it? Communication is, in a sense, an attempt to clarify mentally. Speech itself serves as a vehicle moving back and forth between knowing and not knowing. The speech expresses what one already knows, explains what one wants to know, requests what one seeks from self and others, and defends the habitual position of merely knowing.

2. Speech is a self-promise, a way to encourage oneself, and build trust within the self. The twofold purpose of speech is:

- a) to establish a relationship and build mutual trust, and
- b) to cling to fixated habits and grasp firmly the attachment to body/mind.

The order of business in making a promise is to ensure engagement, to commit to the process, and to bind to the result of what has been planned. The virtue of a promise must be realized as a promise to only oneself.

A promise can be a way to deal with insecurity; it is a powerful form of ego protection and fear suppression. The more insecure one feels, the deeper the fear one encounters. A promise is also a bargain involving trust. Much of this trust involves not just words, but giving one's word.

3. Speech is an expression of the belief system of the mind, individual and collective, personal and cultural. It is a premise or a

statement to which the mind adheres. It is a technique of binding and rejecting. Individual identity, group dynamics, and social construction are all based upon the effective and powerful use of speech. In this manner, the individuality and personality merge with the social and cultural environment.

4. Speech is a way of revealing inner trust and confirming the capacity for trustworthy relationships between the inner self and self-concept, and between the self and others. Based on this inner trust, people's statements about their "inner voice" are universally accepted and understood. This highlights the authentic meaning of speech, a tool and vehicle for trust and trustworthiness.

Right Speech

Each of the preceding types of speech can have either a positive or a negative impact.

The focus is on the intent. This is where the practice of right speech intersects with self-awareness and discipline. What are the motives for your speech? As we become more aware of ourselves and more honest with ourselves, we cultivate a natural sense of when to speak and when to remain silent.

Right speech means speaking in ways that are trustworthy, harmonious, supportive, and authentic. When you practice these positive forms of right speech, your words become a gift to others.

(Source: Copyright: Adapted from *The Secret Teachings of the Tao Te Ching*, by Mantak Chia and Tao Huang (Inner Traditions, 2005). Copyright (c) 2005 By Mantak Chia and Tao Huang. Reprinted by permission of *Inner Traditions* and posted at www.care2.com)

"Yesterday is a cancelled check; tomorrow is a promissory note; today is cash on hand."

—Unknown

POINTS TO PONDER

Incredible Coincidences *Synchronicity*

Everyone has experienced the pleasantly surprised feelings left behind by a meaningful coincidence. The situation itself may be insignificant—the book whose title you couldn't remember falls off the bookstore shelf, or the appearance of an acquaintance that seems to enter your life again and again—but the message inherent in the coincidence may not be. Synchronicity, or the unlikely conjunction of events, can be



an eye-opening experience. Psychologist Carl Jung theorized that synchronicities occurred when universal forces were aligned with the experiences of an individual, leading to coincidences that appear to be more than just chance. These incidents happen because everything is innately connected. He believed that such events can be called forth by an individual's unconscious needs. Nothing occurs randomly. Rather, we draw certain people, situations, and blessings to ourselves.

A synchronistic event, such as a chance encounter, can be positive, negative, or neutral, and feel deeply mysterious or commonplace. Some coincidences are obvious, while others are not apparent until after careful analysis. Perhaps during an ongoing financial crisis, you have always found just enough money to get by. Or maybe a recurring dream prepares you for an eventual physical event. Many times, synchronicities represent opportunities to learn about ourselves and the external world. If you feel touched by multiple coincidences or intrigued by a single one, ask yourself why you may be attracting the people involved or the situations. Is it highlighting some aspect of your life or suggesting a course of action? The soul, believed Jung, whispers to us through synchronicity calling us to attention.

Seeking the meaning behind a synchronistic event can help you know yourself better, kick-start your creativity, or show you future pitfalls to avoid. The most profound coincidences often occur at life's crossroads, stopping us in our tracks and leaving us to find the meaning within.

(Source: www.dailyom.com)



FINANCES

Pros Offer Tips on Mastering the Basics of Moving

Moving from one home to another can be stressful enough, but the American Moving and Storage Association (AMSA) says you can reduce that stress by mastering some of the basics.

Understand binding and non-binding estimates. Binding estimates guarantee the move's cost based on items moved and services listed on the estimate sheet. Remember, items or services added later will result in higher charges and may cause delays. By law, once the mover arrives at the destination, the driver cannot ask you to pay more than the binding estimate before unloading unless you added items or services not included in the estimate.

A non-binding estimate is not guaranteed. Final cost is determined after certified weighing of the shipment, and the final cost could exceed the estimate. However, the driver cannot legally demand payment for more than 110 percent of the non-binding estimate before unloading. You then have at least 30 days to pay remaining charges.

The not-to-exceed estimate—sometimes called “guaranteed price” or “price protection”—is based on the binding estimate or actual cost, whichever is lower. Like a binding estimate, it must be in writing and is binding on the mover. The driver cannot collect more at the destination before unloading.

Be present when goods are packed. Proper packing by a trained packer using specially designed materials is crucial. Schedule the mover to pack a day or two before loading the van.

If packing yourself, it's never too soon to start. Although this can save money, movers usually won't accept liability for damaged items packed by owners. Consider packing non-breakable items only, like clothes and bedding.

After the driver makes an inventory of your goods, resolve any disagreements prior to signing it. Copies should be legible and all items numbered. List valuable items separately. If appliances require servicing prior to moving, your mover can do this.

You may be asked to select several consecutive days for loading, and a second series of dates for delivery. This allows the mover flexibility to keep the move on schedule.

Adequately insure your goods. Unless you purchase additional coverage, all interstate household goods shipments move under limited liability of 60 cents per pound. Without additional coverage, (for example, if a 10-pound stereo component worth \$1,000 is lost or destroyed), your mover is liable for only \$6 (10 pounds X 60 cents).

We recommend purchase of full (replacement) value protection, the most comprehensive protection available. Cost depends on the value declared for your goods. Articles lost or damaged will be repaired, replaced, or a cash settlement will be made for repairs or replacement at current market value, regardless of age. For more complete information on loss and damage coverage, see AMSA's consumer advice Web site at <http://www.moving.org>.

Report loss and damage promptly. If goods are damaged or lost, report this promptly and in detail on the driver's copy of the inventory sheet before signing. If you notice damage after unpacking, you must file a claim within 9 months after delivery.

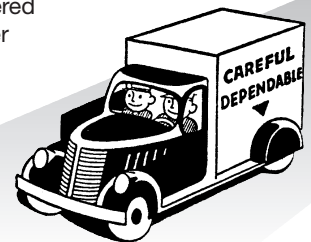
The mover must acknowledge receiving the claim within 30 days and deny or make a settlement offer within 120 days. When making a claim, keep in mind the amount of liability that you declared on your shipment. If the value you declared was \$10,000, the mover's maximum liability is \$10,000.

When moving day arrives:

- Discuss delivery arrangements fully with your mover.
- Have beds stripped and ready for packing.
- Save energy—let the moving crew disassemble goods.
- Read the Bill of Lading (contract) before signing.
- Tell your mover how to reach you at the destination. If he can't reach you your goods may be stored, adding cost to your move.
- Keep in contact with the mover while in transit.
- Check goods for damage—don't sign the inventory until you inspect furniture and carton exteriors.

Sometimes, to keep costs down, belongings are transported along with other families' belongings that are heading in the same direction and delivered when agreed upon. Make sure the mover knows how to contact you to schedule actual delivery.

(Source: American Moving and Storage Association)



Questions/comments to:

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An online version of this newsletter may be found at http://www.hq.nasa.gov/office/codec/cc/Pages/navig_10_05.pdf.